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March/April 2007



**CiCi Awards  
2007**

*Corporate Investment  
& Community Impact*





# CiCi Awards 2007

## Corporate Investment and Community Impact

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**R**ounding out coverage of our second-annual Capital Investment & Community Impact (CiCi) Awards 2007, *Trade & Industry Development* proudly presents the Top 15 corporations and economic development organizations whose combined transactions in 2006 have resulted in the greatest community impact, thus qualifying them for inclusion in the Community Impact category. As you will read in the brief highlights that follow, they may not have made the largest investments or produced the greatest number of jobs (although they all have very impressive statistics), but their developments are helping a community recover from hardship or, as is the case for all of the Top 15 presented here, improving the quality of life for the community's citizens. We believe that for communities to thrive in this ever-changing economy it takes a spirited economic development agency to capture the interest of growing companies. Likewise, for communities to flourish it requires new and renewed investments from business. Recognition of this symbiotic relationship is the essence of these awards. Congratulations to the Top 15 award recipients, Community Impact – 2007.

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of life. Texas is also providing \$900,000 in workforce development funds to ensure that local workers have the skills they need, such as client management and communication abilities, strong computer skills and accounting backgrounds, to succeed at ADP.

ADP's Solution Center will provide business-to-business support as the company focuses on inbound calls to assist

clients using ADP's payroll-related applications as well as ADP's automotive-dealer-related products and services.

"We are pleased to be expanding our presence in the State of Texas with the opening of a new Solutions Center in El Paso," commented Gary C. Butler, president and chief operating officer of ADP. "As an industry leader, we are able to offer

our ADP associates a comprehensive benefits package, ongoing training, and professional development, providing the opportunity for personal and career growth."

"From the state's total investment, Texas will reap a strong return six times greater than the tax dollars spent up front, and that's just in terms of ADP's \$23.8 million capital investment," said Governor Rick Perry.

## Federated Department Stores — Portland, Tennessee



In Middle Tennessee, near the state line, just south of Kentucky, an economy is in transition.

For decades, families in this rural area made their living farming, primarily tobacco. But now the economy is becoming increasingly industrial.

In February 2006, ground was broken at a site that will become a 595,000-square-foot distribution center. It is part of a \$130 million, two-year effort by Cincinnati-based Federated Department Stores. Federated's center, to be staffed by 500 new hires, will handle the direct-to-consumer orders. These orders constitute Federated's fastest-growing segment, and are expected to reach \$750 million in 2008.

The center's location, in Portland, was a good fit with Federated's plans. "Portland was an optimal site for this important new facility because the location was central to our customers and suppliers, as well as having easy access to the I-65 transportation corridor," said Federated Vice Chair Tom Cole.

State and local authorities also assembled an incentives plan. It included applicant screening and assessment, on-the-job training, state jobs tax credits, sales and excise tax credits, an infrastructure grant, a utility rate discount, utility consulting and technical services, and local property tax abatement.

But before the project became a reality, several obstacles had to be overcome. Federated needed a new water tower, an interstate interchange, roadwork leading into the site, a new power substation, and other development. Also, the company was concerned about the potential workforce, but state officials

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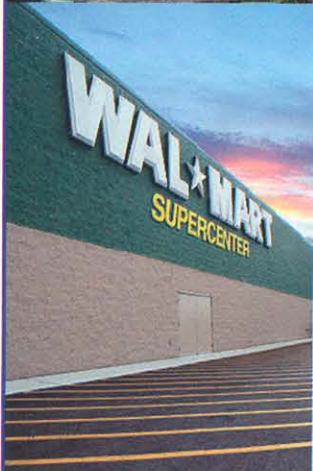
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arranged interviews with human resources executives from the Gap, Bridgestone-Firestone, and other companies in the region. Ultimately, Federated cited both workforce quality and low operating costs as compelling reasons to locate in northern Middle Tennessee.

### Huber Engineered Woods LLC — Emanuel County, Georgia



If you could see within walls and floors and below roofs, you would probably see more than a few panels and other structural members made of oriented strand board (OSB). Just as OSB lends strength to a building, OSB manufacturing can lend strength to a community.

One such community, Georgia's Emanuel County, already produces OSB for residential applications. But it will soon produce more. That's because Huber Engineered Woods LLC plans to invest more

than \$200 million in an expansion of its OSB business in Emanuel County. The new plant will provide up to 150 new jobs. It is slated for start-up in 2008 and will have an annual production capacity of more than 650 million square-feet once fully operational.

According to Andy Trott, president of Huber Engineered Woods, the company decided to expand its Emanuel County operation in part due to the state and county's support of the project. Other considerations included proximity to a sustainable wood supply, excellent transportation and services infrastructure, access to customers, and a skilled labor pool.

The company received a \$4 million grant, job tax credits, local property abatements, and assistance from Quick Start, the state's workforce training program. The Georgia Department of Economic Development, the Swainsboro/Emanuel County Joint Development Authorities, and the Georgia Department of Technical and Adult Education were key partners in the project.

The new jobs are a welcome addition not only to Emanuel but also the surrounding communities. Emanuel qualifies as one of Georgia's Tier 1 (economically disadvantaged) counties. Several businesses in the county utilize the region's forests for timber, building products, cabinetry, and turpentine. All these businesses benefit from Emanuel's proximity to 10 medium-sized and large cities within a 175-mile radius. Interstate 16, the major thoroughfare between the ports of Savannah and the rest of the Southeast, passes through the southern portion of the county, allowing easy access to markets.

### Chris-Craft Corporation and Indian Motorcycle Company — Kings Mountain, North Carolina



In July 2006, two venerable company names — Chris-Craft and Indian Motorcycle — were con-

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